

#### UNITEDSTATES **SECURITIES AND EXCHANGE COMMISSION** Washington, D.C. 20549

#### ANNUAL AUDITED REPORT **FORM X-17A-5** PART III

OMB APPROVAL

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#### **FACING PAGE** Information Required of Brokers and Dealers Pursuant to Section 17 of the

010107

Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	010107 Ai	ND ENDING
	MM/DD/YY	MM/DD/YY
A. REG	ISTRANT IDENTIFICATI	ON
NAME OF BROKER-DEALER:	rk Salter * Smith Investments, Inc NESS: (Do not use P.O. Box No	OFFICIAL USE ONLY
28632 Roadside Dr. #215		
	(No. and Street)	
Agoura	CA	91301
(City)	(State)	(Zip Code)
NAME AND TELEPHONE NUMBER OF PERSTEPHEN Stark, Jr.	RSON TO CONTACT IN REGAL	RD TO THIS REPORT  (Area Code – Telephone Number)
B. ACCO	DUNTANT IDENTIFICAT	ION
R.D. Gourley & Co.	nose opinion is contained in this land	
501 S. First Ave., Suite C, A	rcadia, CA 91006	SEC
(Address)	(CIPROCESSED)	(SMeil Processing (Zip Code) Section
CHECK ONE:  Certified Public Accountant  Public Accountant  Accountant not resident in Unite	MAR 1 9 2008 THOMSON FINANCIAL and States or any of its possessions	FEB 2 8 2008  Washington, DC  101
	FOR OFFICIAL USE ONLY	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)



#### OATH OR AFFIRMATION

I, Stephen T. Stark, Jr.	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying financial stateme	nt and supporting schedules pertaining to the firm of
Stark, Salter & Smith	, as
	are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprietor, principal of	ficer or director has any proprietary interest in any account
classified solely as that of a customer, except as follows:	
	Cal
	Signature
	Chief Financial Officer
C Attached	Title
SEE ATTAChed Loose Certificate	
Loose CerliticaTe	·
Notary Public	
This report ** contains (check all applicable boxes):	
🔀 (a) Facing Page.	
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
(d) Statement of Changes in Financial Condition.  (e) Statement of Changes in Stockholders' Equity or Par	tners' or Sole Proprietors' Capital.
	Claims of Creditors.
(f) Statement of Changes in Liabilities Subordinated to (D) (g) Computation of Net Capital.	Olumb of Stores
(g) Computation of Net Capital.  (h) Computation for Determination of Reserve Requirem	nents Pursuant to Rule 15c3-3.
Est and a control Relating to the Deceasion or Control Re	equirements Under Kule 1303-3.
- Fil. (1) A Decemblistical including appropriate explanation 0	of the Computation of Net Capital Officer Rule 1303 1 and me
m C The second of the December Medit	tramente i inder extiluit A OLINAIC 1999'9'
(k) A Reconciliation between the audited and unaudited	Statements of Financial Condition with respect to methods of
consolidation.	
[4] (i) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.	pexist or found to have existed since the date of the previous audit.
/-) Independent AUGITOTS REDUIL OU -	nceinar comer
x (o) Independent Auditors Report on 1  **For conditions of confidential treatment of certain portion	s of this filing, see section 240.17a-5(e)(3).
1 or conditions of confinement of the confinement	



### R. D. Gourley & Co.

#### CERTIFIED Public ACCOUNTANTS

501 S. First Ave. · Arcadia, CA 91006 Tel: (626) 445-9767 · Fax: (626) 445-2869 E-mail: rdgco@rdgourley.com WebSite: rdgourley.com

#### INDEPENDENT AUDITOR'S REPORT

Board of Directors
I. E. INVESTMENTS, INC.
dba STARK, SALTER & SMITH

We have audited the accompanying statement of financial condition of I. E. INVESTMENTS, INC., dba STARK, SALTER & SMITH, as of December 31, 2007, and the related statements of income, changes in stockholder's equity, changes in liabilities subordinated to claims of general creditors, and cash flows for the year then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of I. E. INVESTMENTS, INC., dba STARK, SALTER AND SMITH, as of December 31, 2007 and the results of operations and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule I, II, III and IV is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

R. D. Gourley & Co.

Arcadia, CA

February 15, 2008

#### STATEMENT OF FINANCIAL CONDITION

#### DECEMBER 31, 2007

#### ASSETS

Current Assets		
Cash and Cash Equivalents (Notes 1 & 4) Advances Prepaid Taxes	\$	306,092 8,452 600
Total Current Assets		315,144
Investments		
Marketable Securities (Note 5)		14,847
Furniture and Equipment, at Cost, Accumulated Depreciation		73,858 (73,857)
Furniture and Equipment (Net)		1
Other Assets		
Deposits	_	5,583
Total Other Assets		5,583
Total Assets	\$	335,575

#### STATEMENT OF FINANCIAL CONDITION

DECEMBER 31, 2007

#### LIABILITIES AND STOCKHOLDERS' EQUITY

Current Liabilities	
Accrued Expenses Clearing Payable BNY - Inventory Federal Tax Payable CA Franchise Tax Payable	\$ 65.952 7.532 12.326 4.610 2.343
Total Current Liabilities	92.763
Total Liabilities	\$ 88.153
STOCKHOLDERS' EQUITY	
Common Stock, \$100 Stated Value 100,000 Shares Authorized,	
1,000 Shares Issued and 1,000 Shares Outstanding	100,000
Retained Earnings	 142,812
Total Stockholders' Equity	\$ 242,812
Total Liabilities and Stockholders' Equity	\$ 335,575

#### STATEMENT OF INCOME AND RETAINED EARNINGS FOR THE YEAR ENDED DECEMBER 31, 2007

Revenues Commissions	\$	2,715,722
Interest Income		12,348
		2,728,070
Operating Expenses Officers' Compensation Wages Commissions Occupancy and Equipment Clearing Travel, Entertainment, Meals Communications Insurance Payroll Tax Legal & Accounting Office Supplies Automobile Leases Dues and Subscriptions NASD/SIPC Dues Contributions 401(k) Employer Other Expenses		970,000 631,507 240,291 212,075 110,222 169,750 44,975 157,044 67,532 29,230 38,258 32,579 15,434 10,781 3,776 10,000 1,384
Total Operating Expenses		2,744,838
Loss from Operations		(16,768)
Other Income Unrealized Gain - Marketable Securities		35,000 5,610
Income Before Income Tax Provision for Income Tax (Note 6)		23,842 13,783
Net Income	\$	10,059
Retained Earnings at The Beginning of the Year	<del></del> :-	132,753
Retained Earnings at The End of the Year	\$	142,812

# I.E. INVESTMENTS, INC. dba STARK, SALTER & SMITH CASH FLOW STATEMENT FOR THE YEAR ENDED DECEMBER 31, 2007

#### Cash flows from operating activities:

Cash Received from Brokers Interest and Dividends Received Other Operating Receipts Cash Paid to Suppliers and Employees Contributions Paid Income Taxes Paid	•	,710,986 12,348 35,000 ,723,084) (3,776) (6,160)
Net cash provided (used) by operating activities		25,314
Cash flows from investing activities:  Net cash provided (used) by investing activities		
Net increase (decrease) in cash and equivalents		25,314
Cash and equivalents, beginning of year		280,778
Cash and cash equivalents, end of year	\$	306,092

#### I.E. INVESTMENTS, INC. dba STARK, SALTER & SMITH CASH FLOW STATEMENT FOR THE YEAR ENDED DECEMBER 31, 2007

# Reconciliation of net income to net cash provided by operating activities:

Net Loss	\$ 10,059
Adjustments to reconcile net income to net cash provided by operating activities:	
Unrealized Gain Marketable Securities (Increase) decrease in Prepaid Expenses (Increase) decrease in Other Assets Increase (decrease) in Broker Payable Increase (decrease) in Accrued Liabilities Increase (decrease) in Income Taxes Payable	(5,610) 667 10,979 (4,736) 7,002 6,953
Total adjustments	15,255
Net cash provided (used) by operating activities	\$ 25,314

# STATEMENT OF CHANGE IN STOCKHOLDERS' EQUITY DECEMBER 31, 2007

Paid in Capital			
Common Stock			\$ 100,000
Retained Earnings At Beginning of the Year	\$	132,753	
Add:			
Net Income		10,059	
	<del></del> _		
Retained Earnings at End of Year			142,812
Total Stockholders' Equity			\$ 242,812

#### I. E. INVESTMENTS, INC. dba STARK, SALTER & SMITH NOTES TO FINANCIAL STATEMENTS

December 31, 2007 (See Accountant's Report)

#### **NOTE 1 - SUMMARY OF ACCOUNTING POLICIES**

The Company, located in Agoura, California, is a brokers' broker registered with the Securities and Exchange Commission (SEC) and the National Association of Securities Dealers (NASD). The Company acts as an agent for principals in the buying and selling of municipal bonds.

Transactions are recorded on a settlement date basis, generally the third business day following the transaction's trade date. The Company utilizes a continuous net settlement process through its clearing agent, Southwest Securities, Inc., a subsidiary of SWS Group, Inc.

Expenditures for equipment and furniture and for renewals and betterments which extend the originally estimated economic life of assets are capitalized.

**Depreciation** is provided on a straight-line basis using estimated lives of five to ten years. Depreciation for federal income tax purposes is provided using the modified accelerated depreciation system.

**Income Taxes** -The Company is a C Corporation for federal income and state of California franchise tax purposes. The amount of **current and deferred taxes** payable or refundable is recognized as of the date of the financial statements, utilizing the currently enacted tax laws and rates.

Cash and Cash Equivalents-For the purposes of the Statement of Cash Flows, the Company has defined cash equivalents as highly liquid investments, with original maturity of less than six months that are not held for sale in the ordinary course of business.

Estimates -The accompanying financial statements have been prepared in accordance with generally accepted accounting. The financial statements reflect estimates and judgments made by management, which affect the reported amounts of assets and liabilities at the date of the financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### I. E. INVESTMENTS, INC. dba STARK, SALTER & SMITH NOTES TO FINANCIAL STATEMENTS (continued)

December 31, 2007 (See Accountant's Report)

#### NOTE 2 - BROKER RECEIVABLES AND PAYABLES

The Company arranges simultaneous purchases and sales of municipal securities on behalf of its clients. Therefore, each broker receivable for an uncompleted transaction is principally offset by a broker payable for the same transaction. Under the continuous net settlement method all transactions net immediately.

#### NOTE 3 – NET CAPITAL REQUIREMENTS

The Company is subject to the Securities and Exchange Commission's (SEC) Uniform Net Capital Rule pursuant to Rule 15c3-1(a) (2): wherein the Company is not to permit its aggregate indebtedness to all other persons to exceed eight hundred (800) percent of its net capital and shall maintain a minimum net capital requirement of not less than \$150,000. Also in accordance with SEC Rule 17a-11, the firm must maintain one hundred twenty (120) percent of its minimum net capital. Net capital at December 31, 2007 was \$224,899. This exceeded minimum net capital requirements by \$74,899.

#### NOTE 4 – CASH AND CASH EQUIVALENTS

The total of cash and cash equivalents at December 31, 2007 is \$306,092. A \$210,000 US Treasury bill valued at \$207,927 matures April 24, 2008.

#### NOTE 5 – INVESTMENTS

The Company holds three hundred shares of the National Association of Security Dealers available for sale, which are recorded at fair market value. A haircut of fifteen percent has been taken for the computation of minimum net capital.

#### NOTE 6 -- INCOME TAXES

The total provision for income taxes in the amount of \$13,783 is comprised of \$8,048 current federal income tax, and \$5,735 state franchise tax. There were no material differences requiring a provision for deferred taxes during the year.

# I. E. INVESTMENTS, INC. Dba STARK, SALTER & SMITH NOTES TO FINANCIAL STATEMENTS (Continued) December 31, 2007

(See Accountant's Report)

#### **NOTE 7 – COMMITMENTS**

The Company is obligated under the terms of three non-cancelable operating leases. The monthly lease payments are \$520.61, \$980.31, and \$1,271.99 with termination dates of October 2008, January 2009, and August 2010, respectively. The Company is obligated under a sixty-month lease agreement started September 1, 2003 for its office space. The lease provides for rental escalations of 3% each lease anniversary date. The current monthly rental is \$6,748. The aggregate of these financial commitments over the next five-year is presented.

2008	\$86,221
2009	16,244
2010	10,176
2011	-0-
2012	-0-

#### NOTE 8 – EMPLOYEE SAVINGS PLAN

The Company adopted a 401(k) employee savings plan effective January 1, 1999. The Company amended this plan effective January 1, 2003. The plan now contains provision for Company profit sharing contributions. An employer contribution of \$35,624 was made for the year ended December 31, 2006 and a minimum employer contribution of \$10,000 was accrued for the year ending December 31, 2007. The Company did not make any matching contributions during the plan year ended December 31, 2007.

#### I.E. INVESTMENTS, INC. dba STARK, SALTER & SMITH SCHEDULE I

# UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION DECEMBER 31, 2007

Capital			
Total Stockholders' Equity	\$	242,812	
Add:			
Total Capital			\$ 242,812
Less:			•
Non-Allowable Assets	٠,	14,636	
			 14,636
Net Capital Before Haircuts			228,176
Haircuts on Securities			
Banker's acceptances, certificates of deposit and commercial paper		10	
US Government Obligations		1,040	
Stocks and Warrants		2,227	
Total Haircuts			3,277
Net Capital			\$ 224,899
Minimum Dollar Net Capital			 150,000
Excess Net Capital			\$ 74,899

# I.E. INVESTMENTS, INC. dba STARK, SALTER & SMITH SCHEDULE II RECONCILIATION OF COMPANY'S COMPUTATION OF NET CAPITAL AND AUDITED FINANCIAL STATEMENTS DECEMBER 31, 2007

#### Total Ownership Equity

Qualified for Net Capital As Reported in Company Part II (Unaudited) FOCUS Report	\$ 224,900
Qualified Net Capital Per Audit Report	 224,899
Difference-Rounding	\$ 1

# I.E. INVESTMENTS, INC. dba STARK, SALTER & SMITH SCHEDULE III COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENT PURSUANT TO RULE 15c3-3

DECEMBER 31, 2007

Credits	\$ -0-
Debits	-0 <b>-</b>
Total Requirement	-0-
Amount on Deposit in Reserve	-0-
Reserve Requirement Per Unaudited Report	-0-
Difference Unaudited versus Audited Report	\$ -0-

Pursuant to rule 15c3-3, pertaining to k(2)(ii), Stark, Salter, & Smith is exempted from "Computation For Determination of Reserve Requirement" and "Possession and Control Requirements."

#### SCHEDULE IV

### INFORMATION RELATING TO THE POSSESSION AND CONTROL REQUIREMENTS UNDER RULE 15c3-3

DECEMBER 31, 2007

NUMBER OF ITEMS AMOUNT

Customer's fully paid securities and excess margin securities not in the firm's possession or control (for which instructions to reduce to possession or control had been issued as of December 31, 2007 but for which for required action was not taken by the firm within the time frame specified under Rule 15c3-3)

0 \$ -0-

Customer's fully paid securities and excess margin securities for which instructions to reduce possession or control had not been issued as of December 31, 2007, excluding items arising from "temporary lags, which result from normal business operations" as permitted under Rule 15c3-3

s <u></u> + 0 –

Pursuant to rule 15c3-3, pertaining to k(2) (ii), Stark, Salter & Smith is exempted from "Computation for Determination of Reserve Requirement" and "Possession and Control Requirements."

#### I.E. INVESTMENTS, INC. dba STARK, SALTER & SMITH SCHEDULE V

# STATEMENT OF CHANGES IN LIABILITIES SUBORDINATED TO CLAIMS OF CREDITORS DECEMBER 31, 2007

Subordinated Borrowings	, <b>-0-</b>
Current Year Borrowings	-0-
Subordinated Borrowings At the End of the Year	\$ -0-



## R. D. Gourley & Co.

#### CERTIFIED Public Accountants

501 S. First Ave. · Arcadia, CA 91006
Tel: (626) 445-9767 · Fax: (626) 445-2869
E-mail: rdgco@rdgourley.com
WebSite: rdgourley.com

BOARD OF DIRECTORS
I. E. INVESTMENTS, INC.
dba STARK, SALTER & SMITH

In planning and performing our audit of the financial statements and supplemental schedules of I. E. INVESTMENTS, INC., dba STARK, SALTER AND SMITH for the year ended December 31, 2007 we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provision of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons and recordation of differences required by rule 17a-13.
- Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System
- 3. Obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customer as required by Rule 15c3-3.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objective. Two of the objectives of an internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from

unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that errors or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the internal control, including control activities for safeguarding securities that we consider to be material weaknesses as defined above.

The Financial Industry Regulatory Authority (FINRA) has conducted their examination of the Company's procedures as they apply to the FINRA rules. The Company has responded directly to FINRA regarding matters addressed and a Letter of Acceptance, Waiver and Consent was executed on November 28, 2007.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related, regulations, and that practices and procedures that do not accomplish such objective in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, except for those stated in the preceding paragraph, were adequate at December 31, 2007 to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, NASD and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

R. D. Gourley & Co. Arcadia, California

February 15, 2008

CALIFORNIA JURAT WITH AFFIANT STATEMENT	
✓ See Attached Document (Notary to cross of □ See Statement Below (Lines 1–5 to be com	ut lines 1–6 below) pleted only by document signer[s], not Notary)
2	
3	
4	V
5	
Signature of Document Signer No. 1	Signature of Document Signer No. 2 (if any)
State of California	•
County of Los Angeles	Subscribed and sworn to (or affirmed) before me on this
	20th day of February, 2008, by  Month J. Stephen T. STARK Jr.  Name of Signer
	proved to me on the basis of satisfactory evidence to be the person who appeared before me (.) (,)
	(and
GAL 8. DE ANDE Commission # 1644413 Notary Public - California Los Angeles County Mir Comm. Expires Feb 20, 2010	(2), Name of Signer
	proved to me on the basis of satisfactory evidence to be the person who appeared before me.)
	Signature _ Signature of Notary Public
Place Notary Seal Above	PTIONAL
Though the information below is not required by law valuable to persons relying on the document and fraudulent removal and reattachment of this form to ar	w, it may prove RIGHT THUMBPRINT RIGHT THUMBPRINT OF SIGNER #1 OF SIGNER #2
Further Description of Any Attached Document	
Title or Type of Document: Annual Audited	Report
Document Date: Feb. 15, 2009 Number of	of Pages: 21

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Signer(s) Other Than Named Above: \_

